

Message Text

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PAGE 01 VIENTI 01298 140834Z
ACTION EB-08

INFO OCT-01 EUR-12 EA-10 ISO-00 AGRE-00 COME-00 OMB-01
TRSE-00 CIAE-00 DODE-00 PM-05 H-01 INR-07 L-03
NSAE-00 NSC-05 PA-01 PRS-01 SP-02 SS-15 USIA-06
STR-05 /083 W

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R 140720Z SEP 77
FM AMEMBASSY VIENTIANE
TO SECSTATE WASHDC 8533
INFO AMEMBASSY BANGKOK
AMEMBASSY PARIS
AMEMBASSY SINGAPORE
AMEMBASSY TOKYO
AMCONSUL HONG KONG
CINCPAC

C O N F I D E N T I A L VIENTIANE 1298

CINCPAC FOR POLAD

E.O. 11652: XGDS-4
TAGS: ETRD EPAP LA VM JA SN
SUBJECT: COFFEE PURCHASES IN LPDR AND SRV

REF: VIENTIANE 0050

1. A JAPANESE MERCHANT TOLD US SEPTMEBER 13 THAT
WHEREAS HIS COMPANY BOUGHT 500 TONS OF LAO COFFEE IN
1976 AT PRICES RANGING FROM 1200 DOLLARS TO 4500 DOLLARS
PER METRIC TON, THIS YEAR HIS COMPANY WOULD BUY ONLY 60
TONS OF LAO COFFEE AT 2000 DOLLARS.

2. HE SAID THAT A DECREASE IN THE WORLD DEMAND FOR
COFFEE AND A BAD LAO COFFEE CROP THIS YEAR CAUSED THE
REDUCTION IN HIS COMPANY'S PURCHASE OF LAO COFFEE. HE
ADDED THAT A SINGAPOREAN COMPANY WHICH LAST YEAR PUR-
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CHASED LAO COFFEE HAD ALREADY TOLD THE LAO THAT IT WAS
NOT INTERESTED IN MAKING PURCHASES THIS YEAR.

3. HE SAID THAT IN 1976 HIS COMPANY BOUGHT 50 TONS OF
VIETNAMESE COFFEE BUT THAT THIS YEAR JAPANESE COFFEE
PURCHASES FROM VIETNAM WERE BEING HANDLED BY A
JAPANESE "SOCIALIST" TRADING COMPANY. HE SAID THAT IN

1976, THOUGH HIS COMPANY ORDERED 50 TONS IN JANUARY, THE VIETNAMESE DELAYED SHIPMENT UNTIL SEPTEMBER AND THEN INSISTED THAT THE JAPANESE PAY THE THEN CURRENT WORLD PRICE WHICH HAD RISEN SINCE THE CONTRACT WAS NEGOTIATED IN JANUARY.

4. LAO COFFEE PRODUCTION REPORTEDLY AMOUNTED TO NEARLY 2,500 TONS IN 1976 (REFTEL) AND ACCOUNTED FOR NET FOREIGN SALES OF ABOUT 9.7 MILLION DOLLARS. PRODUCTION IN 1977 SHOULD BE DOWN FROM 1976 BECAUSE OF DROUGHT WHICH HIT COFFEE PRODUCING AREAS IN SOUTHERN LAOS AND BECAUSE, ACCORDING TO REPORTS, LAO COFFEE PRODUCERS WERE DISCOURAGED FROM PRODUCING A LARGE HARVEST THIS YEAR BY LOW GOVERNMENT PRICES FOR THE 1976 CROP.
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Message Attributes

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Control Number: n/a
Copy: SINGLE
Sent Date: 14-Sep-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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TAGS: ETRD, EPAP, LA, VM, JA, SN
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